

Message Text

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64

ORIGIN AID-20

INFO OCT-01 ARA-10 ISO-00 /031 R

DRAFTED BY CM/SD/HCCR:JMURPHY:LJF

APPROVED BY CM/SD/HCCR:JMURPHY

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P 110112Z AUG 76

FM SECSTATE WASHDC

TO AMEMBASSY MANAGUA PRIORITY

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FOR DICK KRANKER

E.O. 11652:

TAGS:

SUBJECT: CLAPP & MAYNE

REF: (A) KRANKER/DWELLEY TELECON (B) STATE 159623

1. AS REQUESTED, CONTRACTOR PERFORMANCE EVALUATION REPORTS FOR THE SUBJECT CONTRACTOR WERE REVIEWED. OF THE TWENTY ONE REPORTS ON FILE, ALL BUT ONE RATED THE CONTRACTOR SATISFACTORY TO OUTSTANDING, WITH THE MOST RECENT BEING OUTSTANDING. THE ONE NEGATIVE REPORT BY PANAMA IN 1972 APPARENTLY STEMMED FROM A PERSONALITY CONFLICT WITH THE HOST GOVERNMENT PARTIALLY RESPONSIBLE. CONTRACTOR GENERALLY HAS GOOD REPUTATION AND IS CAPABLE OF HANDLING A CONTRACT OF THIS SIZE.

2. LATEST PROVISIONAL OVERHEAD IS 114 (REF B) BASED ON ACTUAL RATE FOR FY74. CONTRACTOR PROPOSED ACTUAL RATE OF 114.25PCTFORFY75 WHICH MAY ACTUALLY RESULT IN THE 109 PCT DISCUSSED INTELECON.HOWEVER,IF CONTRACTOR INSISTS THAT 69PCT IS VALID RATE-RATHERTHANACCEPT ON PROVISIONAL BASIS WHICH IS UNREALISTIC, SUGGEST THAT YOU TRY TO GET THE CONTRACTOR TO ACCEPT THE DOLLAR EQUIVALENT AS A FIXED

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AMOUNT (LUMP SUM) IN LIEU OF OVERHEAD.

3. FEE OF \$58,000, BASED ON TOTAL CONTRACT PRICE OF
\$700,000, APPEARS REASONABLE FOR THIS TYPE OF CONTRACT.

4. IF AID/W CAN ASSIST IN PRE-REVIEW OF CONTRACT OR
PROVIDE TDY ASSISTANCE PLEASE CONTACT SER/CM/SD. ROBINSON

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